

Message Text

LIMITED OFFICIAL USE

PAGE 01 PARIS 30025 211914Z

44

ACTION SCI-06

INFO OCT-01 EUR-25 ISO-00 COME-00 EB-11 NSC-10 CIAE-00

INR-10 NSAE-00 RSC-01 DRC-01 /065 W

----- 053758

P R 211728Z NOV 73

FM AMEMBASSY PARIS

TO SECSTATE WASHDC PRIORITY 4935

INFO AMEMBASSY MOSCOW

LIMITED OFFICIAL USE PARIS 30025

E.O. 11652: N/A

TAGS: TGEN, FR

SUBJECT: FRANCO-SOVIET COOPERATION

SCI FOR DR. GANLEY

REF: A. STATE 219106; B. PARIS A-730 (10/26/3)

SUMMARY. FRENCH VIEWS OF FRANCO-SOVIET COOPERATION, AS GATHERED FROM BOTH MANAGEMENT AND TECHNICAL PERSONNEL, ARE PESSIMISTIC WITH RESPECT TO 1) ANY CONCRETE RESULTS STEMMING FROM THAT COOPERATION IN THE NEAR TERM, AND 2) THE POSSIBILITY THAT ANY FRENCH COMPANY WILL DIVULGE INFORMATION BEARING ON ITS RELATIONSHIPS WITH THE SOVIET COMMITTEE FOR SCIENCE AND TECHNOLOGY (SST). ALL SOURCES SUGGEST THAT QUESTIONS OF STYLE, PROFIT-ABILITY AND MARKET RESEARCH DOMINATE THE THINKING OF MOST FRENCH COMPANIES AND PRECLUDE ANYTHING MORE THAN A DIRECT SALES PROGRAM. END SUMMARY.

1. PER REF A, WE HAVE INTERVIEWED TOP LEVEL MANAGERS OF ONE FRENCH COOPERATION PROGRAM (INFORMATION SYSTEMS), SCIENCE WRITER FOR LE MONDE, PHYSICISTS IN SEVERAL UNIVERSITY LABORATORIES, MIDDLE-LEVEL MANAGERS FROM TWO FRENCH CORPORATIONS WHICH HAVE WHAT ARE DESCRIBED AS EXTENSIVE PROGRAMS IN AND WITH THE SOVIET UNION. MEMCONS ARE BEING POUCHED TO DEPARTMENT C/O SCI, GANLEY, IN ADDITION OTHER MATERIAL.

LIMITED OFFICIAL USE

LIMITED OFFICIAL USE

PAGE 02 PARIS 30025 211914Z

2. ALL THOSE INTERVIEWED HAVE POINTED AT TWO LEVELS OF "THAWING" REQUIRED FOR EFFECTIVE COOPERATION, AND HAVE SUGGESTED SUCH A "THAWING" PROCESS IS A NECESSARY PREREQUISITE TO CONSIDERATION OF A SPECIFIC PROGRAM OF COOPERATION (REF B). AT FIRST, THERE IS A PERCEIVED NEED TO ACHIEVE A WARM, OPEN HUMAN RELATIONSHIP WITH SOVIET COUNTERPARTS ON A PERSON-TO-PERSON LEVEL. UNTIL THIS IS DONE, ALL SOURCES POINT TO THE IMPOSSIBILITY OF DISCUSSING ANYTHING MORE THAN THE MOST VAGUE GENERALITIES. ONCE SUCH HUMAN CONTACT IS ESTABLISHED, WOULD-BE COOPERATORS FIND THEMSELVES STALLED FOR EXTENDED PERIODS, WAITING FOR THEIR SOVIET COUNTERPARTS TO SECURE REQUIRED CLEARANCES IN THE APPROPRIATE STATE COMMITTEE IN THE SOVIET UNION. ILLUSTRATIVELY, IN THE FIELD OF INFORMATION MANAGEMENT, A FRANCO-SOVIET JOINT RESEARCH PROPOSAL FOR A COMPUTER-GENERATED LIBRARY OF PROGRAMS HAS BEEN PENDING IN THE SOVIET UNION FOR EIGHTEEN MONTHS, ALTHOUGH THE TECHNICAL SPECIALISTS WERE ABLE TO AGREE ON DETAILS WITHIN A VERY SHORT TIME.

3. SEVERAL SOURCES HAVE NOTED THAT RELATIONSHIPS BETWEEN FRENCH FIRMS AND VARIOUS SOVIET COMMITTEES (INCLUDING THE SCST) ARE IN A VERY "PRIMITIVE" STATE. REASONS FOR THIS ARE ALLEGED TO INCLUDE: OFFICIAL SOVIET DISTRUST OF ANY INSTITUTION WHICH SEEKS TO MAKE A PROFIT AND BASIC INABILITY OF MOST FRENCH FIRMS TO INVEST TIME AND MONEY IN THE SORT OF LONG-TERM RELATIONSHIPS REQUIRED TO MAKE COOPERATION WITH A COMMITTEE PAY OFF.

4. OUR CONTACTS UNDERSCORE THE EXTENT TO WHICH FRENCH GOVERNMENT BODIES FEEL THEY MUST ATTEMPT TO COAX, PERSUADE, AJOLE AND OTHERWISE INFLUENCE PRIVATE FRENCH FIRMS TO SEEK RELATIONSHIPS WITH VARIOUS SOVIET COMMITTEES INCLUDING SCST. ALL SOURCES AGREE THAT MANY COMPANIES ARE PRESENTLY ENGAGED IN SALES EFFORTS IN THE SOVIET UNION; THE SAME SOURCES POINT OUT THAT VERY FEW COMPANIES ARE WORKING IN THE CONTEXT OF A DIRECT FRANCO-SOVIET COOPERATION. THERE IS GREAT RELUCTANCE TO DISCUSS COMPANY RELATIONS WITH THE SOVIET UNION BUT WE HAVE SOME HOPE OF SECURING FURTHER INFORMATION WHICH WILL BE USEFUL.

5. WE ARE CONTINUING ALL INQUIRIES AND WILL ADVISE AS APPROPRIATE. IN ADDITION, WE REFER DEPARTMENT TO ABRAHAM BRUMBERG OF USIS LIMITED OFFICIAL USE

LIMITED OFFICIAL USE

PAGE 03 PARIS 30025 211914Z

RE MAURICE LEVY'S PRESENTATION AT USIS-SPONSORED STRASBOURG SYMPOSIUM ON "RUSSIA AND THE WEST: CULTURAL CONTACTS AND INFLUENCES" NOVEMBER 1, 1973.
IRWIN

LIMITED OFFICIAL USE

NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 21 NOV 1973
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Authority: golinofr
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1973PARIS30025
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: n/a
From: PARIS
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1973/newtext/t19731120/aaaaaoeq.tel
Line Count: 111
Locator: TEXT ON-LINE
Office: ACTION SCI
Original Classification: LIMITED OFFICIAL USE
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 3
Previous Channel Indicators:
Previous Classification: LIMITED OFFICIAL USE
Previous Handling Restrictions: n/a
Reference: A. STATE 219106; B. PARIS A-730 (10/, 26/3)
Review Action: RELEASED, APPROVED
Review Authority: golinofr
Review Comment: n/a
Review Content Flags:
Review Date: 29 AUG 2001
Review Event:
Review Exemptions: n/a
Review History: RELEASED <29-Aug-2001 by shawdg>; APPROVED <15-Nov-2001 by golinofr>
Review Markings:

Declassified/Released
US Department of State
EO Systematic Review
30 JUN 2005

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: FRANCO-SOVIET COOPERATION SCI FOR DR. GANLEY
TAGS: TGEN, FR
To: STATE
Type: TE
Markings: Declassified/Released US Department of State EO Systematic Review 30 JUN 2005